

Message Text

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70

ACTION EB-11

INFO OCT-01 AF-10 EUR-25 NEA-10 ISO-00 AEC-11 AID-20

CEA-02 CIAE-00 CIEP-02 COME-00 DODE-00 FEA-02 FPC-01

H-03 INR-10 INT-08 L-03 NSAE-00 NSC-07 OMB-01 PM-07

RSC-01 SAM-01 SCI-06 SPC-03 SS-20 STR-08 TRSE-00

FRB-02 XMB-07 OPIC-12 LAB-06 SIL-01 PA-04 USIA-15

PRS-01 DRC-01 /222 W

----- 043038

R 211637Z MAR 74

FM AMEMBASSY BEIRUT

TO SECSTATE WASHDC 7020

INFO AMEMBASSY ABU DHABI

AMEMBASSY AMMAN

AMEMBASSY CAIRO

AMEMBASSY JIDDA

AMEMBASSY KUWAIT

AMEMBASSY LONDON

AMEMBASSY TEHRAN

AMEMBASSY TRIPOLI

USINT ALGIERS

USINT BAGHDAD

USINT DAMASCUS

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E.O. 11662: N/A

TAGS: ENRT ETRD LE

SUBJECT: TRADE AND INVESTMENT OPPORTUNITIES ARISING FROM
ENERGY SITUATION

REF: STATE 45917; BEIRUT 3069

1. FURTHER TO BEIRUT'S 3069 ON THE ABOVE SUBJECT, WE
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BELIEVE IT MIGHT BE USEFUL TO GIVE SOME MORE CONSIDERA-

TION TO HANDLING SITUATIONS IN WHICH TWO OR MORE US FIRMS ARE BIDDING ON THE SAME CONTRACT. FREQUENTLY, SOME SORT OF EMBASSY INTERVENTION CAN PROVE FRUITFUL BUT, FROM A PRACTICAL POINT OF VIEW, AN INTERVENTION ON BEHALF OF ALL PARTIES IS NOT FEASIBLE. YET, FAILURE TO INTERVENE HAS ON OCCASION RESULTED IN LOSS OF A CONTRACT TO A NON-US FIRM. IN CASES WHERE, IN THE EMBASSY'S JUDGMENT, ONE US FIRM CLEARLY STANDS THE BEST CHANCE, IT WOULD SEEM IN OUR OVERALL INTEREST TO INTERVENE ON BEHALF OF THAT FIRM. ON THE OTHER HAND, WE CAN ENVISAGE POTENTIALLY UNPLEASANT ACCUSATION OF FAVORITISM, ETC., ON THE PART OF THOSE FIRMS NOT FAVORED. THUS, IT IS PERHAPS NOT REALISTIC TO EXPECT CLEARCUT, DETAILED INSTRUCTIONS, BUT A STATEMENT OF CURRENT POLICY ON THE ISSUE OR MORE ELABORATE GUIDELINES

MIGHT BE HELPFUL.

2. IN CONNECTION WITH THIS GENERAL PROBLEM, CONSIDERATION MIGHT ALSO BE GIVEN TO THE POSSIBILITY (OR ADVISABILITY) OF GRANTING RELIEF FROM ANTI-TRUST STRICTURES FOR SALES ABROAD, THUS PLACING US FIRMS ON AN EQUAL FOOTING WITH FIRMS OF CERTAIN OTHER COUNTRIES. FOR EXAMPLE, EUROPEAN AND JAPANESE FIRMS HAVE LONG "COOPERATED IN DECIDING AMONG THEMSELVES WHICH FIRM WOULD PARTICIPATE IN BIDDING. GODLEY

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Review Exemptions: n/a
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30 JUN 2005

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TAGS: ENRG, ETRD, LE
To: STATE
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